

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY BRASILIA IMMEDIATE
AMCONSUL PORTO ALEGRE IMMEDIATE
AMCONSUL SAO PAULO
AMCONSUL RIO DE JANEIRO
AMCONSUL SALVADOR
AMCONSUL RECIFE

UNCLAS STATE 041423

C O R R E C T E D C O P Y (ADDRESSEE PORTO ALEGRE)

E.O. 11652: N/A

TAGS: EGEN BR

SUBJECT: VISIT OF EXIMBANK GROUP

1. EXIMBANK REPRESENTATIVES THEODORE CHAPMAN - DEPUTY
VICE PRESIDENT OF THE LATIN AMERICA DIVISION, ARTHUR
PILZER - DEPUTY VICE PRESIDENT OF THE BANK CREDITS
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SECTION, BARBARA SANTOS . ATTORNEY, CHARLES BECKER
- ENGINEER, DEBORAH THOMPSON - ECONOMIST, AND RICHARD
MCALEER - LOAN OFFICER, ARRIVING IN BRAZIL FEBRUARY 17
AND 18 FOR THE PURPOSE OF MEETING WITH INDUSTRY,
BANKING AND GOVERNMENT OFFICIALS TO DISCUSS EXISTING
EXIMBANK CREDITS AND PROSPECTIVE FINANCING OPPOR-
TUNITIES. REQUEST EMBASSY AND CONSULATES TO ASSIST
WITH HOTEL RESERVATIONS, APPOINTMENT SCHEDULES AND,
IN SOME CASES, TRANSPORTATION TO MEETINGS.

2. HOTEL RESERVATIONS (SINGLES). RIO DE JANEIRO
- DEBRET. FEBRUARY 18, 19, 20, 24 AND 25 FOR MCALEER.

FEBRUARY 19, 20, 24 AND 25 FOR CHAPMAN. FEBRUARY 18, 19 AND 20 FOR THOMPSON. FEBRUARY 19, 20, 24, 25 AND 26 FOR SANTOS. FEBRUARY 18, 19, 20, 24, 25 AND 26 FOR PILZER. FEBRUARY 18, ,9, 24 AND 25 FOR BECKER.

SAO PAULO - SAO PAULO HILTON. FEBRUARY 21, 22 AND 23 FOR CHAPMAN, SANTOS, MCALEER, AND PILZER. FEBRUARY 20, 21, 22 AND 23 FOR BECKER. FEBRUARY 21, 22, 23, 24, AND 25 FOR THOMPSON. BRASILIA - HOTEL NACIONAL. FEBRUARY 26 AND 27 FOR CHAPMAN AND THOMPSON. FEBRUARY 27 AND 28 FOR PILZER. SALVADOR . SALVADOR PRAIA. FEBRUARY 26, 27, 28, MARCH 1 AND 2 FOR MCALEER AND BECKER. PORTO ALEGRE - SUITABLE ACCOMMODATIONS. FEBRUARY 28 AND MARCH 1 FOR CHAPMAN AND THOMPSON.

3. APPOINTMENTS. DATES AVAILABLE FOR MEETINGS ARE INDICATED AFTER EACH CITY. DUE TO TRAVEL ARRANGEMENTS, SOME MEETINGS MUST BE HELD ON SPECIFIC DAYS. THESE WILL BE INDICATED BY A DATE FOLLOWING THE COMPANY OR AGENCY NAME. SINCE THE INTENDED APPOINTMENT SCHEDULES OF THE EXIMBANK STAFF WILL OFTEN OVERLAP, THOSE WHO UNCLASSIFIED

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ARE TO ATTEND EACH MEETING WILL BE INDICATED. IF TRANSPORTATION ASSISTANCE APPEARS NECESSARY, THAT ALSO WILL BE INDICATED. ASSUME THAT ALL MEETINGS WILL TAKE ABOUT 1-1/2 HOURS UNLESS OTHERWISE STATED.

4. RIO DE JANEIRO - FEBRUARY 20 AND 21:

A. BANCO AYMORE DE INVESTIMENTO S.A. (PILZER)
C.J. VAN BEUSEKOM
B. BANCO BOZANO SIMONSEN DE INVESTIMENTO S.A. (PILZER)
W.R. BLACKHURST, A.G. HETZEL OR R.C. KALLMAN,
DIRECTORS
C. BANCO BRASCAN DE INVESTIMENTO S.A. (PILZER)
CESARIO GOULART DE ANDRADE, DIRECTOR
D. BANCO NACIONAL DE INVESTIMENTOS S.A. (PILZER)
JOSE RANGEL ALMEIDA, DIRECTOR
E. UNIBANCO - BANCO DE INVESTIMENTO DO BRASIL S.A.
(PILZER)
TOMAS ZINNER, SENIOR VICE PRESIDENT
F. BANORTE BANCO DE INVESTIMENTO (PILZER)
LAZARO JOSE TEIXEIRA
G. VELLOSO AND CAMARGO S.A. (PILZER)
CELSO LUIZ SILVA, DIRECTOR
H. BANCO DO BRASIL S.A.
EDGARDO AMORIM REGO OR JOSE FRANCISCO MANO
(PILZER)
RODRIGO HORACIO DA COSTA, DIRECTOR (CHAPMAN,
MCALEER, THOMPSON, SANTOS)
I. BANCO NACIONAL DE DESENVOLVIMENTO ECONOMICO

(CHAPMAN, MCALEER, THOMPSON, PILZER, SANTOS)
MARCOS VIANNA, PRESIDENT

J. MINERACAO RIO DO NORTE (SANTOS)
MESSRS. GARCEZ, RICHER AND L. MARINHO
K. MINERACO VERA CRUZ (CHAPMAN)
RICHARD WEST
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L. AGGS - INDUSTRIAS GRAFICAS (CHAPMAN, MCALEER, SANTOS, THOMPSON)
ROBERT S. ARTHUR AND FERNANDO BARATA DE ARAUJO
M. GETULIO VARGAS FOUNDATION (THOMPSON)
ECONOMIST
N. I.P.E.A. (THOMPSON)
ECONOMIST
O. EMPRESA BRASILEIRO DE TELECOMUNICACOES (MCALEER)
JOSE EUGENIO GUIARD FERRAZ, HEAD OF ECONOMIC AND FINANCIAL DEPARTMENT
P. COMPANHIA DO METROPOLITANO DO RIO DE JANEIRO (MCALEER, SANTOS)
BRUNO DA COSTA SOARES, DIRECTOR - ADMINISTRATION AND FINANCES
Q. BANCO LAR BRASILEIRO (CHAPMAN, SANTOS, THOMPSON)
JAIME GARCIA DOS SANTOS, ECONOMIST; ROGER HIPSKIND, SENIOR ECONOMIST; ROBERT BLOCKER, SENIOR VICE PRESIDENT
R. PETROLEO BRASILEIRO S.A. - FEBRUARY 20 (CHAPMAN, MCALEER, SANTOS THOMPSON, BECKER)
CARLOS ALBERTO SHOLL ISNARD, DIRECTOR AND ALVARO CRAVEIRO, CHIEF OF FINANCIAL SERVICES
S. PETROBRAS QUIMICA S.A. - FEBRUARY 20 (CHAPMAN, MCALEER, BECKER)
OTTO VICENTE PERRONI, DIRECTOR
T. REDE FERROVIARIA FEDERAL S.A. (CHAPMAN, MCALEER, SANTOS, THOMPSON)
PAULO MAZONI, COORDINATION DIRECTOR
U. ITAIPU BINACIONAL COMMISSION (CHAPMAN)
LINO EDUARDO REAL FECHIO, DEPARTMENT OF ECONOMIC AND FINANCIAL PROGRAMMING, AGENOR DELACIO, ASSISTANT FINANCE DIRECTOR AND JOSE COSTA CAVALCANTI, PRESIDENT OF COMPANHIA HIDROELECTRIC DE ITAIPU.
UNCLASSIFIED

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5. SAO PAULO - FEBRUARY 22, 23 AND 24:

A. BANCO FINASA DE INVESTIMENTO S.A. (PILZER)
C.A. RIBEIRO, DIRECTOR
B. BANCO AUXILIAR DE INVESTIMENTOS S.A. (PILZER)
HORST TIEDMANN

C. BANCO BRADESCO DE INVESTIMENTO S.A. (PILZER,
ALFONSO AUGUST PASSAS CARDOSO
D. BANCO DE DESENVOLVIMENTO DO ESTADO DE SAO PAULO(PILZER)
JORGE ARRUDA OR O. MARCENDES, PRESIDENT, OR
FRANCISCO L. RAMALHO NETTO, CHIEF - FOREIGN
DEPARTMENT
E. BANCO DE INVESTIMENTO AMERICA DO SUL (PILZER)
MUNEO YANAI, DIRECTOR SUPERINTENDENT
F. BANCO REAL DE INVESTIMENTO S.A. (PILZER)
LUIS GONZAGO TOLEDO FILHO
G. BANCO SAFRA DE INVESTIMENTOS S.A. (PILZER)
ALBERTO CORSETTI, DIRECTOR
H. COMIND-BANCO DE INVESTIMENTO S.A. (PILZER)
JAMES BOTTS
I. BANCO BAMERINDUS DE INVESTIMENTO S.A. (PILZER)
JOSE MARIA BATISTA DA CRUZ
J. BANCO ITAU DE INVESTIMENTO S.A. (PILZER)
JOSE MANUEL CASTRO SANTOS, MANAGER - FOREIGN
DEPARTMENT
K. BANCO DE INVESTIMENTOS BCN S.A. (PILZER)
PEDRO TRABOLD JR., GENERAL MANAGER - INTERNATIONAL
DIVISION
L. BANCO BANDEIRANTES DE INVESTIMENTOS S.A. (PILZER)
ANTONIO CARLOS DE LAURO CASTRUCCI, DIRECTOR
M. A.N.D.A. ASSOCIAO NACIONAL PARA DIFUSAO DE ADUBOS
(PILZER)
JOSE DRUMMOND GONCALVES
N. FERROVIA PAULISTA S.A. - FEBRUARY 22 (CHAPMAN, MCALEER,
SANTOS)
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F.P. DE CASTRO LIMA, DIRECTOR-ADMINISTRATION AND
FINANCE
O. FIRST NATIONAL BANK OF BOSTON - FEBRUARY 22 (CHAPMAN,
SANTOS, THOMPSON, MCALEER)
VIVIAN MORGAN-MENDEZ, ECONOMIST AND FRANK ALDRICH
SENIOR VICE PRESIDENT
P. FIRST NATIONAL CITY BANK - FEBRUARY 22 (CHAPMAN,
SANTOS, THOMPSON, MCALEER)
ECONOMIST AND VICE PRESIDENT
Q. AMERICAN CHAMBER OF COMMERCE FEBRUARY 22 (CHAPMAN,
SANTOS, THOMPSON, MCALEER)
ANDREW VENTURA
R. GENERAL ELECTRIC DO BRASIL - FEBRUARY 22 (THOMPSON)
THOMAS ROMANACH, PRESIDENT
S. DOW QUIMICA S.A. - FEBRUARY 23 (CHAPMAN, SANTOS,
MCALEER)
FINANCIAL MANAGER
T. GOODYEAR DO BRASIL .FEBRUARY 23 (CHAPMAN, SANTOS,
MCALEER)
O. RUSSO, TREASURER
U. COMPANHIA DO METROPOLITANO DE SAO PAULO - FEBRUARY 23

(CHAPMAN, SANTOS, MCALEER)
MARCOS MARCHESE, DIRECTOR OF FINANCE

V. PIRELLI S.A. - FEBRUARY 23 (CHAPMAN, SANTOS, MCALEER)
LUCIANO ISOLA, MANAGING DIRECTOR
W. LUNCHEON WITH CAMPINAS BUSINESS GROUP - FEBRUARY 23;
TRANSPORTATION; FULL DAY (THOMPSON)
X. COMPANHIA SIDERURGICA PAULISTA FEBRUARY 24
(CHAPMAN, SANTOS)
JORGE DA COSTA LINO, FINANCIAL VICE PRESIDENT
Y. DAMAREST E ALMEIDA- FEBRUARY 24 (CHAPMAN, SANTOS)
NOE ARAUJO AND JOSE INACIO G. FRANCESCHINI
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Z. TRIVELLATO S.A. - FEBRUARY 24 (CHAPMAN, SANTOS)
ERNESTO TRIVELLATO, PRESIDENT
AA. FORD BRASIL S.A. - FEBRUARY 24; TRANSPORTATION;
FULL DAY (THOMPSON); JOSEPH ONEILL, PRESIDENT
BB. RHODIACO INDUSTRIAS QUIMICAS EARLY ON FEBRUARY 24
(MCALEER, BECKER); J.C. CHRISTOPHE
CC. RHODIACO INDUSTRIAS QUIMICAS PLANT VISIT IN
PAULINIA TO FOLLOW OFFICE APPOINTMENT ON FEBRUARY 24;
TRANSPORTATION (MCALEER, BECKER)
DD. BRASKRAFT S.A. FLORESTAL E INDUSTRIAL - PLANT
VISIT IN ANGATUBA - FEBRUARY 21 AND 22; TRANSPORTA-
TION PROBABLY WILL BE ARRANGED THROUGH BRASKRAFT
OWNERS (BECKER)
JAAKO POYRY, ENGINEER
EE. COMPANHIA PETROQUIMICA BRASILEIRAS S.A. - PLANT
VISIT IN SANTOS; FEBRUARY 23; TRANSPORTATION
(BECKER)
BRIAN HOLLEY, DIRECTOR (LOCATED IN SAO PAULO
OFFICE)

6. BRASILIA - FEBRUARY 27 AND BEFORE NOON ON FEBRUARY 28:

A. BANCO DO BRASIL (PILZER - 2 HOURS)
CESAR DANTES BACELLAR SOBRINO, DIRECTOR - FOREIGN
EXCHANGE DEPARTMENT AND BENEDICTO FONSECA MOREIRA,
DIRECTOR - FOREIGN TRADE DEPARTMENT
B. MINISTRY OF FINANCE (CHAPMAN, THOMPSON)
ARY DOS SANTOS PINTO, COORDINATOR - INTERNATIONAL
DIVISION, AND FRANCISCO DONNELLES, GENERAL COUNSEL
C. BANCO CENTRAL DO BRASIL (CHAPMAN, SANTOS, PILZER
2-1/2 HOURS)
ANTONIO DE PADUA SEIXAS, COORDINATOR - CEMPEX
AND FIRCE
CARLOS EVERALDO A. COIMBRA, CHIEF ADVISOR -
DEPARTMENT OF ECONOMICS (THOMPSON)
D. MINISTRY OF PLANNING (CHAPMAN, SANTOS, THOMPSON)
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ADERBOL COSTA, UNDERSECRETARY FOR INTERNATIONAL
ECONOMIC AND TECHNICAL COOPERATION
E. PRESIDENTIAL SECRETARIAT (CHAPMAN, SANTOS, THOMPSON)
MAGALHAES, ADVISOR

7. PORTO ALEGRE - MARCH 1 AND BEFORE 1:00 P.M. ON
MARCH 2. REQUEST CONSULATE TO SCHEDULE APPOINT-
MENTS WITH BUSINESS, FINANCIAL AND GOVERNMENT
OFFICIALS TO DISCUSS ECONOMIC SITUATION AND PROS-
PECTS (CHAPMAN, THOMPSON)

8. SALVADOR - FEBRUARY 27, MARCH 1, 2 AND 3; TRANS-
PORTATION; PLANT VISITS BY MCALEER AND BECKER,
EACH TO TAKE ONE-HALF DAY:

A. COPENE-PETROQUIMICA DO NORDEST S.A. - CAMACARI
B. OXITENO NORDESTE S.A.- CAMACARI
C. COMPANHIA PETROQUIMICA CAMACARI - CAMACARI
D. ESTIRENO DO NORDESTE S.A. - CAMACARI
E. ISOCIANATOS DO BRASIL S.A. - CAMACARI
F. PETROBRAS QUIMICA FERTILIZANTES S.A. - CAMACARI
G. DOW QUIMICA S.A. - TWO PLANTS IN ARATU
H. PETROLEO BRASILEIRO S.A. - MATARIPE REFINERY

9. MACEIO - FEBRUARY 28; TRANSPORTATION; SALGEMA
INDUSTRIAS QUIMICAS S.A. - PLANT VISIT; FLIGHT
ARRIVES 11:40 A.M. AND DEPARTS 3:50 P.M. (MCALEER,
BECKER) . VANCE

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